



# CURRICULUM VITAE

## THOUSIF AHAMAD

**Address :** Abu Shagara Sharjha  
United Arab Emirates

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## SKILLS

- ▣ Excellent Communication, Presentation & negotiation skills.
- ▣ Self-motivated easy learner, target achiever & team worker.
- ▣ Ability to work in pressured and multitasking environment

## Technology Overview

E- Office, Tally-9  
Operating System : Basic of IT, Ms Word, Excel, Power Point

## Personal Details

**Name :** Thousif Ahamad  
**Date Of birth :** 21/01/1991  
**Marital Status :** Married  
**Nationality :** Indian  
**Languages known :** English, Hindi, Malyalam, Kannada  
**Passport No:** K2138088

## DRIVING LICENSE

Holder of valid light vehicle Driving License. UAE  
Date of Issue: 2014

## CAREER OBJECTIVE

To seek a challenging and growth oriented career in sales and merchandising industry with commitment towards the job with hard work and sincerity and to keep my positive attitude towards the company for their confidence that the company have kept on me.

## PROFESSIONAL EXPERIENCE

**Merchandiser** 12/2013 to 02/2016  
**Al Rawabi Dairy Co** - Fujairah

**Merchandiser** 04/2017 to 09/2018  
**Mai Dubai Water Co** - Dubai  
**Major Key Outlets**-LULU , UNION COOP, CARREFOUR, EMIRATES COOP, GEANT, NESTO, GRANDIOSE, AL MAYA, WESTZONE, Choithram.

- Plan and develop merchandising strategies that balance customers' expectations and company's objectives
- Analyse sales figures, customers reactions and market trends to anticipate product needs and plan product ranges/stock
- Maximise customer interest and sales levels by displaying products appropriately
- Produce layout plans for stores and maintain store shelves and inventory
- Monitor stock movement and consider markdowns, promotions, price changes, clear outs etc
- Build constructive customer relationships and team with channel partners to build pipeline and close deals
- Remain up to date with industry's best practices

**Sales Executive** 10/2018 to Current  
**Mai Dubai Water Co** - Dubai  
**Major Key Outlets**-LULU , UNION COOP, CARREFOUR, EMIRATES COOP, GEANT, NESTO, GRANDIOSE, AL MAYA, WESTZONE, Choithram.

- Daily visiting the major outlets to maintain and develop a good relationship with customers.
- Checking the stocks in outlets and placing the order if needed and collecting the feedback about our product that are in the promotion from customer.
- Preparing the merchandisers daily market visit plan and discussing the problems regarding market and solving it.
- Maintaining accurate report about the competitor activity and informing the superior about the same.

- Reporting to the superior about the daily sales activity like leaflet promotion and any special support to the outlet.
- Working towards daily, monthly or annual targets.
- Collecting the cheque from outlets.
- Preparing loading schedule in the company for the next day delivery and submitting the invoices in the company.

### **EDUCATION**

**Bachelor of Business Management** : 2012

**Mangalore University**

**2<sup>nd</sup> PUC**:2009

**Narayanguru PU College, Mulky**